



## Ginger Downs, RCE, CAE, IOM Partner, Martin & Downs

### PROFILE

Ginger is a recognized REALTOR® Association Executive and a national speaker and facilitator, who regularly conducts leadership and AE training programs. She chaired many NAR AEC committees and work groups, ultimately serving as both AEI Chair and AEC Chair. Ginger also served on key NAR Committees, including as a NAR Director, and on its Executive, Finance, Strategic Planning, Communications, Convention, Issues Mobilization, Public Policy Coordinating Committee, and Diversity Committees; NAR's Leadership Academy and Treasurer of REALTOR® University (2012 – 20).

Ginger has presented at numerous NAR Leadership Summits. For 10+ years, she spoke at NAR's new AE training and was consistently ranked the #1 presenter. Ginger has been a guest speaker at national meetings of WCR, IREM, and NAA and was the featured keynote speaker at the RAPDD Summit in 2018. She was a NAR RLP instructor and is both a content developer and instructor for NAR's L.E.A.D. program.

Ginger joined her partner, Alice Martin, upon her retirement from C.A.R. Since the inception of Martin & Downs Association Consulting Solutions in May 2018, M&D has provided services and training to over 100 associations, including planning, leadership training, general facilitation, governance reviews, executive search, and much more.

Ginger resides in Vancouver, WA. with her husband of 30 yrs., Bruce, and their five (yes – 5) cats. To quote her, "It's a disease!" 😊

### CONTACT:

**PHONE:** 312.622.1298  
**WEBSITE:** www.MartinandDowns.com  
**EMAIL:** Ginger@MartinandDowns.com  
**LINKED-IN:** Ginger Downs  
**TWITTER:** @gingerdwns

### Career:

- Ginger has always had a passion for working in the non-profit arena. Trained as an accountant, she was the Comptroller and Deputy EVP of the Spokane BOR and MLS from 1983-85. From 1985 – 2018, she served as the CEO of five local REALTOR® associations, including the Skagit Co. AOR and MLS (1985 – 1992), Portland BOR (OR.) and the Portland/Metro Commercial Overlay Association (1993), Seattle-King Co. REALTORS® (1994 – 2005) and the Chicago Association of REALTORS® (2005-2018).
- At C.A.R., Ginger managed 5 non-profit and for-profit corporations, with combined annual budgets of up to \$15 million. At its height, C.A.R. served 18,000 REALTORS® in Chicagoland. Ginger managed 50+ staff and worked with over 300 volunteer leaders annually. She transformed the Association from the ground up and focused much of her time on collaborative efforts with the state; other local REALTOR® associations, and the local chapters of AREAA, NAHREP, NAREB, RTTR, VAREP, and WCR. Ginger had a singular focus on ensuring diverse representation both in her staff and on the board of directors, as well as a strong commitment to developing leaders from all sectors of C.A.R. She retired from her career as a REALTOR® Association Executive in April 2018.

### Volunteer Activities and Awards:

- An NAR RPAC Hall of Fame (\$50,000) and President's Circle Investor.
- A highly active volunteer at all 3 levels of the REALTOR® organization, Ginger served in many NAR leadership positions (see Profile). Her industry volunteerism also included working with chapter leaders of AREAA, NAHREP, NAREB, WCR, RTTR, and VAREP.
- Ginger was an active volunteer within the Chicago community, serving on Real Estate Advisory Boards for DePaul University, Roosevelt University, John Marshall Law School, and the Goldie Initiative (Commercial Women in RE). She channeled her passion for serving the homeless community as the Chair of All Chicago – Making Homelessness History, where she facilitated the merger of two major non-profits, with a combined budget of over \$75 million and that served over 100 social service organizations in Chicagoland.
- Ginger is a recognized leader within the real estate industry. In 2017, she received the NAR William R. Magel Award of Excellence in Association Management (30<sup>th</sup> recipient); 2015 T3 Sixty SP 200 list of most influential executives in real estate; 2014 WCR Elevate Award; 2011 and 2016 Chicago Agent AE VIP Award; 2014 BisNow - Top 50 Power Women in Chicago Commercial Real Estate. She is a member of the NAR Bud Smith Leadership Society. Ginger is a recipient of both the "Rhino" Award for the Illinois REALTORS® and the WA Society of Association Executives. She has received numerous awards and acknowledgments for her work with NAHREP, AREAA, WA REALTORS®, and the Goldie Initiative.

### Education:

- Ginger graduated in 1983 from San Francisco State University with a B.S. degree in Business Administration and Accounting.
- Ginger holds several recognized Association management certifications, including the REALTOR® Association Certified Executive (RCE); the ASAE Certified Association Executive (CAE), and Graduate - Institute of Organizational Management (IOM).